

Nutrition Counseling



COUNSELING

- An internal process for the client:
 - client centered
- A sequence of events:
 - involvement in a problem solving process
- The elements of the interpersonal relationship between the counselor and the client:
 - focuses on the dynamics of communication



MODELS OF DECISION MAKING

- ***Paternalistic model***
 - The patient acquiesces to professional authority
- ***Informed model***
 - The provider gives information to enable the patient to make an informed choice
- ***Shared model***
 - The provider and patient share all stages of decision-making equally

PROBLEM SOLVING NUTRITION COUNSELING MODEL: GOALS

1. To help clients become aware of solutions to problems they face
2. To help control nutrition behavior based on nutrition principles and their own lifestyles
3. To help them become more assertive in making nutrition decisions



KEY ASSUMPTIONS IN PROBLEM SOLVING MODEL

- Every client situation is different
- Individuals are constantly changing
- Clients are experts on their own problems
- Many different approaches and strategies are needed to deal with each individual problem
- ***Effective counseling is a process that is done with the client, not to or for them***



SIX STAGES OF COUNSELING

1. Build the foundation
2. Define problems
3. Select alternative solutions
4. Plan for change
5. Reach a commitment
6. Evaluate progress



1. BUILDING THE FOUNDATION

- ***Establishing rapport***

- If rapport is not established it is unlikely that the problem solving process will proceed

- ***Gathering data***

- For purposes of both screening and assessment
 - Data is needed in order to determine the nature and scope of the problem

2. DEFINE PROBLEMS MULTIDimensionally

- Look at the problem from several dimensions
 - physiological, psychosocial, the patient, the counselor
 - may have to address problems that are not direct nutrition issues (smoking and weight control in teen girl)

3. SELECT ALTERNATIVE SOLUTIONS

- Explore as many options as possible for addressing the problems
- Consider changes in food choices, feelings, attitudes, beliefs, or even interpersonal relationships

4. PLAN FOR CHANGE

- Select one or two alternatives
- Affirm client's ability to make desirable changes

5. REACH A COMMITMENT

- Bring about genuine commitment to action
- Agree on :
 - *What are you going to do ?* (goals)
 - *How are you going to go about doing it?* (plan)
 - *What will be the consequences of the change?* (outcome)
 - *What are the barriers to change?* (barriers)

6. EVALUATE PROGRESS

- What was accomplished during the session and how does your client feel about the session?
- How can achievements be incorporated into new nutrition behaviors

COUNSELING TYPES

- Client-centered counseling
- Family-centered counseling
- Trans-cultural counseling

CLIENT-CENTERED OR NON-DIRECTIVE COUNSELING

CLIENT-CENTERED COUNSELING

- Client-centered counseling allows the client to take responsibility and to set goals that he/she can embrace.

METHODS TO ACHIEVE CLIENT-CENTERED COUNSELING

- Establish rapport with client
- Involve client--allow him/her to ventilate problems
- Demonstrate **empathy** toward client
- Be aware of nonverbal behaviors that assure client that you accept him/her

NONVERBAL BEHAVIORS

- Eye contact
- Posture
- Leaning forward
- Phone ringing
- Looking at clock/watch
- Voice

METHODS TO ACHIEVE CLIENT-CENTERED COUNSELING

- Use empathetic statements to keep client talking
- Explore problem to determine possible alternatives
- Use open-ended questions
 - Begin with how, what, and why
 - Have you ever been on a diet ?vs How have you tried to control your weight?

METHODS TO ACHEIVE CLIENT-CENTERED COUNSELING

- Use directives
 - “Talk about _____”
 - I want to know what you think about ---”
 - “Tell me more about -----”
- Use encouragers
 - “yes, yes”, “ah ha”
 - Lean forward or nod your head

METHODS TO ACHIEVE CLIENT-CENTERED COUNSELING

- Practice active listening
 - Rephrase what client has said
 - “Let me see if I understand what you are saying---”
- Practice self- monitoring--be aware of the effect of your reactions
- Agree with client on goals
- Make plans for next visit

FAMILY-CENTERED COUNSELING

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- Recognizes that the family unit is a system that is affected by the behavior and development of each member
- The family is the constant in the client's life, whereas the service systems and personnel within those systems may be involved episodically

FAMILY-CENTERED COUNSELING

(CON'T)

- Empowers families by making them a partner in the decision-making process
- Enables families by fostering their independence and existing skills and helping them to develop additional skills